



NAFTA Institute/Supplier Meet the Buyer

June 14th and 15th, 2007

(Santa Teresa Country Club, Santa Teresa, New Mexico)

Thursday-June 14th:

4:30 pm-5:45 pm

Registration

Master of Ceremonies: Jerry Pacheco, Executive Director – International Business Accelerator

5:45 pm-6:30 pm

Welcoming remarks

Dr. John Counts, President – Western New Mexico University
Fred Mondragon, Secretary – New Mexico Economic Development Department
Hector Valles, Secretary – Commercial and Tourism Development Secretariat, State of Chihuahua
Donna Blair, Consul General, U.S. Consulate-Juarez (invited)
Juan Foncerrada, Consul General, Mexican Consulate-El Paso (invited)
Bertrand Desjardins Consul General, Canadian Consulate, Monterrey

6:30 pm-7:00 pm

Overview of the maquiladora industry

Sandra Montijo, President – Juarez Maquiladora Association

7:00 pm-7:30 pm

Technical aspects of the maquiladora program

Martha Messina, Director- Ministry of Economy (Mexico)
Cd. Juarez, Office (Invited)

7:30 pm-8:30 pm

Cocktail reception and dinner

Friday-June 15th:

Master of Ceremonies: Jerry Pacheco, Executive Director – International Business Accelerator

8:00 am-9:00 am Cross border strategic alliances

Shelter operations:

Alan Russell, President - Tecma

Joint-ventures:

Abiel Carrillo, Grupo Impulso

9:00 am-9:30 am Quality certification considerations for suppliers

Ken Manicki, Senior Program Manager – Office of Science and Technology, New Mexico Economic Development Department

9:30 am-11:00 am Export-import financing

Programs of the Export-Import Bank of the United States

Joseph Ringer, Senior Business Development Officer, Ex-Im Bank

SBA International Programs

Dennis Chrisbaum, Regional Manager-International Trade Programs, SBA

Small Business Export Programs in Mexico

Luis Fausto Ornelas, PYMEXPORTA

11:00 am-12:00 pm Legal aspects of cross-border transactions

Moderator: Carlos Lomeli, Director of the World Trade Center El Paso-Juarez

U.S.:

Jose Luis Carbonell

Scott, Hulse, Marshall, Feuille, Finger & Thurmond, P.C.

Mexico:

Jorge Ruiz, Baker & McKenzie

12:00 pm -12:30 pm Logistics: using third-party-logistic providers and public warehouses

Alejandro Lazzarotto, Genesis

12:30 pm- 1:30 pm Lunch & keynote address

Claude Billings, Vice President – Verde Corporate Realty Services

- 1:30 pm-3:00 pm **Market opportunities in North America**
*Moderator: Juan Massey, Executive Director, Office of Mexican Affairs-
New Mexico Economic Development Department*
- U.S.:
Matthew Hilgendorf, U.S. Commercial Service
- Canada:
Doug Paterson, Senior Trade Commissioner, Consulate of
Canada in Phoenix, A Z
- Mexico:
Hector Marquez, Director- Trade & NAFTA Office
Embassy of Mexico in Washington D.C.
- 3:00 pm-4:30 pm **The mechanics of exporting to markets in North America**
*Moderator: Jaime Campos, Executive Director, New Mexico Border
Authority*
- U.S.:
Gilberto Arias, President – Arias Logistics
- Canada:
Bertrand Desjardins, Consul General
Canadian Consulate, Monterrey
- Mexico:
Fernando Avila, Executive Director of the Mexican Customs Association
in Cd. Juarez.
- 4:30 pm-5:00 pm **Presentation of diplomas & closure**

Business-to-business sessions will take place on June 15, commencing at 9:30am

**For more information
contact the IBA at (505) 589-2200 or at info@nmiba.com**